

Topic: MAF's Bold Approach to Full-Time Support Raising

Guest Speaker: Dave Blomberg

August 28,2018 1:00 pm



Aaron Babyar

Moderator

SRS Director



October 15-18 Scottsdale Plaza Resort Scottsdale, AZ

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Questions

During the presentation, please submit your questions for the upcoming Q&A time.

Prayer



Dave Blomberg

Guest Speaker

Director of Ministry Partnership Mission Aviation Fellowship

MAF's Bold Approach to Full-Time Support Raising

Overview

Is it a good strategy to pay staff so they can raise support full-time? We'll explore the benefits and challenges of this approach from MAF's experience.

- Why MAF uses this approach?
- What makes it work in MAF?
- Draw conclusions

MAF's Experience

- $^{ullet}96\%$ of new missionaries have reached full funding
- •10 months of full-time support raising
- •4 months to break-even point

Why MAF uses this approach?

- Reach full support faster
- More likely to succeed
- Reduces staff stress
- Adds flexibility
- Allows time for deeper relationships with support partners
- Increases opportunities for staff development and growth

What makes it work? – MAF dynamics

- Motivated Staff
 - Usually have some significant work/life experience
 - Have been working towards MAF for some time
- Aviation and Technical Staff
 - Disciplined
 - Used to checklists, tasks, and goals
 - Used to accountability

- Trust and Commitment
- Clear Expectations
- Training
- Coaching

Trust and Commitment

We want new staff to see and hear that...

- We value what you bring to MAF
- We are invested in you
- Support raising is not part of the screening or selection process
- You are entrusted with the responsibility of good stewardship
- Potential donors will see your commitment

- Clear Expectations
 - They will reach full support God will provide
 - This is a full-time job
 - No outside work or study
 - MAF can stop paying a salary if the new missionary is not doing their part

Training

Two weeks of comprehensive training in support-raising skills and best practices

- Biblical Perspective
- Presentations & Communications
- Process & Planning
- Resources & Tools

Our coaches are the trainers

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- Coaching
 - 2-5 / 40 caseload
 - Coach is supervisor
 - Team approach
 - Weekly contact
 - Standard progress reviews Attitude and Activity
 - Regular weekly reporting Deputation Activity Report (DAR)

| Deputation Activity Report We | | | | Week# 2 | | | | Highlights an | d Comme | ents from this pas | t week | | | | |
|--|-------------------------|---------------------------|------------------------|----------------|------------------------|--|--|---------------|--|---------------------------|-----------------------|------------|-----------------------|--------------------|--|
| Nan | | John & Sarah Smith From M | | | Monday 8/20/20 | 018 | Encouraging first week even though kids were sick most of the time | | | | | | | | |
| Phon | ie # | 208-555 | | | | 018 | First outgoing gift - John's uncle - \$1000! | | | | | | | | |
| | | | | | Wallians . | | Good meeting v | vith Pastor | Andrews at Johns | on Creek | Church | | | | |
| Intended \$ Outgoing \$ | | | | | \$ | | 6 families partnering at \$50/month | | | | | | | | |
| Previous total \$0 P | | | Previous total \$0 | | | Positive response from Johnson Creek Church SS presentation - 10 new contacts | | | | | | | | | |
| New past wk \$450 | | New past wk \$1,000 | | | Jordans \$150/month | | | | | | | | | | |
| | Total | \$450 | Total | \$1,000 | | | | | | | | | | | |
| | Goal | \$8,000 | Goal | \$50,000 | 1 | | and the second s | | | | | | | | |
| | % | 5.6% | % | 2.0% | | | Numb | er of presen | tations 8 |] | Total hours o | f MP activ | rity 45 | | |
| | Mond | lay 8/20 | Tuesday | 8/21 | Wednesday | 8/22 | Thursday | 8/23 | Friday | 8/24 | Saturday | 8/25 | Sunday | 8/26 | |
| 8:00 | Pray | yer .5 (T) | 72. | | Prayer .5 (| (T) | Prayer .5 | (T) | | | | | Travel .5 | | |
| 9:00 | Get or | Get organized (T) | | Coach call (T) | | | | | | | | | Share at Johnson Cree | | |
| 10:00 | 00 | | | | Share at 1st Reformed | | Facebook update (W) | | Write letters (H) | | | | Sunday School (T) | | |
| 11:00 | | | | | Women's Fellowship (W) | | | | Phone calls (H) | | | Att | | Attend service (T) | |
| 12:00 | | | Lunch with Jordans (T) | | Mtg with Bushes (H) | | Tea w/ Sally Ma | | ay (W) | | Lunch with Pastor (T) | | | | |
| 1:00 | 18 | | Lunch with Jordans (T) | | | | Mtg with Sam (H) | | | | | | Travel .5 | | |
| 2:00 | Mtg wit | th Rigbys (T) | | | | | Phone & TY | notes (S) | | | | | | | |
| 3:00 | Mtg with Rigbys (T) | | | | DAR .5 (H) | | | | Prepare for FBC | | | | DAR (H) | | |
| 4:00 | | | Mtg with Jenkins (H) | | | | Travel .5 | | Presentation (T) | | | | | | |
| 5:00 | 00 | | Mtg with Jenkins (H) | | Mission Comm. Prep (T) | | Dinner with | | | | | 1 | Travel .5 | | |
| 6:00 | Thank you notes .5 (S) | | | | Emails (S) | | Robinsons (T) | | | | | | Potluck dinner | and | |
| 7:00 | Email communications (H | | Attend Peterson | | | | Travel | .5 | Breakawa | | | | ACC mission con | ım. (T) | |
| 8:00 | | | small group for | | | | | | Time (T |) | | | Travel .5 | | |
| 9:00 | | | relationship bu | ilding (T) | | | · | | | | | | | | |
| Hours | ļ | 6.5 | | 7 | | 7.5 | | 7 | | 0 | | 9 | | | |
| | | Goals for th | iis week | | | Top Inc | dividuals & Chu | rches for th | is week | ТП | Prayer | Requests | for this week | | |
| Prep for presentation at FBC on Sunday the 26th 1st Reformed Chur | | | | | | Control of the Contro | | | For Sarah's back pain, may see doctor next week | | | | | | |
| Finish writing prayer letter First Baptist Churc | | | | | | ch (FBC) Tim Wilson | | | For Arlington Community Church (ACC) to come | | | | | | |
| Contact the Clarks to see if we can share in their small group Rob & Deb Carlson | | | | | | 7 7 | | | | on board - elder mtg 8/30 | | | | | |
| Meet with our champions Dave Jones | | | | | David & Jill Baxter | | | For | For us to quickly get into the MP groove | | | | | | |
| Send update to prayer team Sam Weng | | | | | iger | Josh & Sarah Clark | | | Sarah - prep for beginning home schooling in Sept. | | | | | | |

Joe & Faye Bush

Bob Dunwoody

Follow up with Women's Fellowship new contacts

Conclusion

Is paying staff so they can raise support full-time a good strategy?

Conclusion

Is paying staff so they can raise support full-time a good strategy?

What is needed to succeed?

- Motivated staff
- Comprehensive training and coaching program
- Funding



Q & A

